

PROFILE

Prashant Sharma

Future with You



Objective Statement	To leverage my core strengths for growth of the company, focus on various measures and metrics (P&L and Budget Management) SOP's implementation analysis, Asset maintenance, trust building internal and external, deliver memorable guest's and employee experience, natural and committed as a distinct leader.
Profile Summary	<p>First ever "Hotelier Middle East & Saudi Tourism Award winner ", experienced individual with significant operation's, sales and marketing background, MBA with Successful professional career and background (India and Abroad) consisting of over twenty years' experience in the hospitality industry, management education and training.</p> <p>Core team player with focus on developing teams which can accept challenges and overcome hurdles.</p>
Skills and Talent Matrix	Multitask Individual, Room, F&B Revenue Management, Pre -Opening and Operational property experience, Implementation of Green initiative (CSR activities), Operational excellence, cloud kitchen management, EES focused, events and cultural activities to retain valued customers, knowledge of Sales System RFP's.
Career and Employment History	<p>Current Status: Within the current presence my role is mentor & business consultant to develop client base for properties, COVID-19 has affected our sector across the globe, and the hotel industry is among the hardest hit and had some unpredicted challenges.</p> <p>Study kept me sane throughout Pandemic and although challenging time, delighted to pursue and complete three important courses.</p> <p>Cloud Kitchen Management The Fundamental of Food and Beverage Revenue Management Modern Culinary course from Sanjeev Kapoor Academy.</p> <p>General Manager Levatio Hotel & Spa Muscat</p> <p>Since August 2019 till Jan 2021, role was to lead as General Manager, first upscale Omani hospitality five-star property "LEVATIO HOTEL & SPA MUSCAT "165 well designed rooms and suites with yearly turnover OMR 1.3 Million before covid 19 , providing a valuable proposition to guests and mutually beneficial relationship with partners and suppliers to create growing revenues streams and excellent guest experience (Online review score 8.9). responsible for all aspects of operations at the hotel, to day-to-day staff management and guests. Strategic planning in coordination with department heads, support in implementation of service culture.</p> <p>Working closely with the hotel owners and stake holders. Manage on-going profitability of the hotel, ensuring revenue and guest satisfaction targets are met and exceeded. Delivering property budget goals and set other short and long term strategic objectives for the property.</p>

Cluster Property Manager, Hospitality and Real Estate MUSCAT (Year 2016 to Year 2019)

Within the group I was assigned to head the first largest residence complex of Oman (2nd year of my tenure the complex received a Travel and Tourism award based on outsourced property audit) oversaw long and short term valued clients (328 upscale eight categories of accommodation- Serviced furnished and Un furnished residence – YTD Occupancy 72% which is mainly by retaining tenants during my tenure ,8.1 quality satisfaction) plus 20 commercial units were under my responsibilities within the complex.

General Manager The Ascott – MUSCAT. (Year 2015 to Year 2016)

Appointed as **Pre-Opening General Manager** for 277 residence properties housed within an integrated development site with Panorama Mall located right beneath it, offers a convenient, conducive space for local and international visitors to use as a launching pad for their journeys within Muscat.

Was responsible for re- opening of the property, directly manages the team on a daily basis; supervises over 100 employees on the Property. responsible for the overall direction, coordination, and evaluation of this property.

Carried out all other management responsibilities in accordance with the brand standards, policies and applicable country laws. Responsibilities include **A TO Z of project and operation**, close interaction with Owners and Stake holders.

Resort Manager I Mövenpick Beach Resort Al Khobar Saudi Arabia | Year 2013 till Year 2016

Appointed as Resort Manager to lead the award-winning resort Movenpick Beach Resort Al Khobar ,Saudi Arab .

General Manager I Mövenpick Hotel and Spa Bangalore India | Jan 2014 to June 2014

Deputed as General Manager **on** Task Force by Swiss Hospitality company Mövenpick Hotels and Resorts to lead the team of 1200 .

Director of Sales and Marketing and Hotel In-charge Mövenpick Qassim Hotel Saudi Arabia | March 2010 to April 2014

Mövenpick Hotels and Resorts considered to lead the team as Hotel Incharge beside Sales Marketing and Revenue responsibilities .

Asst.Director of Sales and Marketing Le Meridien Hotel Al Khobar | Saudi Arabia (Starwood Hotels and Resorts) Year 1998 to 2009

Various Sales and Revenue Management positions

Asst.Front office Manager I Intercontinental Hotel Kazakhstan Almaty – Sept 1996 till Oct 1997)

Appointed as Asst.Front office Manager

Lobby Manager I Le Meridien Hotel New Delhi India India (Year 1989 to 1996)

Started career as Management trainee and worked in many sub departments of Hotel ,my last position was Lobby Manager .

Educational Attainment

MBA (Marketing, Subject includes Business laws, Marketing research, Brand Management, Men Management, Revenue Management, Public relations ,Business environment)
Graduate with Hons. From Kurukshetra University (**Attested from Ministry**)

Professional Certificates	<p>Hotel Management Trainee -2 years (Le Meridien Institute New Delhi)</p> <p>Diploma in Hotel Management (Attested from Ministry)</p> <p>Diploma in Sales & Marketing from All India Institute of Management Studies, India.</p> <p>Diploma in Hotel operation and Management from British College of Professional Management</p> <p>Diploma Certificate in Hospitality Sales & Marketing from American Hotel & Motel Association</p> <p>Managing Revenue and Metrics from eCornell academy</p>
Professional Training and Sessions	<ul style="list-style-type: none"> • Commitment to Excellence" Hospitality program Certificate as Trainer. (Guest care and TQM) • Revenue Academy & Business Development trainings in various places. • Consultive Selling Skills from International Institute Management Le Meridien. • Upselling Skills from Institute of Management Le Meridien. • Metrics and Measure Champion of the corporate Program of Le Meridien • SIX SIGMA, Process Change & Innovation Transfer, Execute and implement high impact projects and best practices in Sales and Revenue department. • Leading Hospitality Culture "Service Culture Training • Successfully completed T.M.I. (Putting People First-Time Manager International) Istanbul, Turkey (Customer Care & Service) • Strategic Revenue Management (Movenpick Business Academy)
Awards - Recognitions	<ul style="list-style-type: none"> • Property Management "Travel and Tourism Award " Year 2018 • Best Resort in Saudi Arabia "Year 2013 and Year 2014" by Saudi Tourism • First Hotelier Middle East Award winner in year 2004" BDM Category • Hotel Service Award" in 1994 from Le Meridien, New Delhi • Award for organizing and establishing cultural shows in Various Hotels. • Runner up "Hotel Manager of the Year "award in Hotelier Middle East year 2014 out of 20 people
Personal - Professional strengths	<p>Professional -Life time learner, Creative & pragmatic with a team playing attitude, self-motivated and determined, customer focused. Personal - natural, understanding, hopeful, positive</p> <p>The highest standards of honesty, integrity, and discretion. highly numerate and analytical, consummate team player with excellent interpersonal and communication skills up and down the organizational chart, directing a group of people working with me towards a common vision. Being creative, while possessing a healthy sense of humor and charm which complement the professional skills.</p>
Languages Communication	Fluent in English & Hindi, written and Spoken (Basic in Spoken, Arabic and Russian)
Hobbies, Passion and Interests	Team games, participating in various public show as comparer, playing congo, reciting poetry, organizing events, singing, making creative posters.
Personal Details	<p>Date of Birth 1st Sept 1968</p> <p>Status Married</p> <p>Height 5.9 / (175 cm)</p> <p>Nationality Indian</p> <p>Home Town New Delhi (India)</p> <p>References: Available on request</p> <hr/> <p>Available on all online platform Prashantsharmasept1968@gmail.com WhatsApp 00968 91989486 (Muscat)</p>